#### ATI AIRTEST TECHNOLOGIES INC.

## **Management Discussion and Analysis**

### For the quarter ended March 31, 2015

This Management Discussion and Analysis of ATI AirTest Technologies Inc. (the "Company") provides analysis of the Company's financial results for the quarter ended March 31, 2015. The following information should be read in conjunction with the accompanying unaudited financial statements and the notes to the unaudited financial statements for the quarter ended March 31, 2015.

# 1.1 <u>Date of the Report</u>

June 1, 2015

### 1.2 <u>Overall Performance</u>

For the quarter ended March 31, 2015 the Company had a 22.8% increase in sales over the same period in 2014. The Company reported a net loss of \$26,628 for the quarter ended March 31, 2015 which eliminated 80.4% of the \$136,088 operating loss reported for the quarter ended March 31, 2014.

The Company's working capital deficiency decreased from \$3,429,013 as at March 31, 2014 to \$1,434,901 as at March 31, 2015.

The Company completed a small private placement of \$132,500 in the first quarter of 2015, followed by a \$250,000 convertible debt financing in the second quarter. These two initiatives enabled company management to meet current cash flow requirements as well as to catch up on outstanding payables to two of our key suppliers. Company management is now working with potential capital providers to arrange a more significant long term financing that will finance our growth, enable us to complete some pending R&D projects that will contribute strongly to our growth, and also provide capital for a marketing budget that will allow us to aggressively pursue the outstanding sales opportunity for our new line of WiFi sensor products.

The strengthening of the US dollar against both the Euro and the Canadian dollar has proven very beneficial to AirTest as more than 80% of the Company's sales are sold in USD.

# 1.3 Selected Annual Information

Fiscal Year	2014	2013	2012	
Net Sales	\$3,111,052	\$2,681,844	\$2,797,931	
Net and Comprehensive Loss	\$ 241,948	(\$ 490,895)	(\$ 538,515)	
Basic and diluted loss/share	\$ 0.01	\$ (0.02)	\$ (0.02)	
Total Assets	\$ 822,680	\$ 780,036	\$ 798,980	
Total Long Term Liabilities	\$1,145,000	\$ NIL	\$ NIL	
Cash dividends per common share	N/A	N/A	N/A	

# 1.4 Results of Operations

### <u>Revenue</u>

Sales for the first quarter of 2015 totaled \$1,046,685, up \$194,178 or 22.8% over sales for the first quarter of 2014 of \$852,507. The first quarter growth resulted from a combination of a much stronger US dollar and the increased volume for the Company's larger OEM accounts.

### **Gross Profit**

Gross Profit on sales amounted to \$368,738 in the first quarter of 2015 compared to \$271,525 in the first quarter of 2014, an increase of \$97,214 or 35.8%. Gross margin as a percentage of sales increased by 3.3% from 2014 first quarter numbers.

### **Expenses**

- Total expenses for the first quarter of 2015 were \$395,366 compared to \$407,613 for the first quarter of 2014, a reduction of \$12,247 or 3.0% over the same period in 2014.

### Profit & Loss

The Company recorded a net loss of \$26,628 for the quarter ended March 31, 2015 as compared to a loss of \$136,088 for the same period in 2014.

Company management expects continued growth in 2015 with the replacement of an important wholesale outlet for its greenhouse CO2 control products, and even moreso from the aggressive marketing plan for its new line of WiFi sensor products. The key to executing the Company's plan for growth will be its ability to finance that growth.

# 1.5 Summary of Quarterly Results

	2015	2014				2013		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Net Sales	\$1,046,685	\$757,278	\$671,354	\$829,914	\$852,507	\$880,044	\$536,008	\$702,252
Loss	\$ 26,628	\$254,416 "GAIN"	\$ 63,791	\$ 70,370	\$136,088	\$7,843	\$238,500	\$110,452
Basic and diluted loss per share	\$ 0.00	\$ 0.01 "GAIN"	\$ 0.00	\$ 0.00	\$ 0.01	\$ 0.00	\$ 0.01	\$ 0.00

# 1.6 <u>Liquidity</u>

The Company announced a placement to raise \$600,000 in the second quarter of 2014, however were only able to complete \$132,500 of that placement before closing it in the first quarter of 2015. The Company then completed a \$250,000 convertible debt financing in April, 2015.

Company management expects to conclude a larger financing in the second quarter of 2015, based on the Company's continued growth rate and the anticipated escalation of sales from the newly introduced WiFi sensor products.

## 1.7 Capital Resources

The Company has no commitments for capital expenditures as of the end of the first quarter of 2015. Capital will be required for growth, and for completion of several in-house product development projects. The necessary capital will be put in place through a combination of equity financing and non-equity financing both of which are being evaluated by financial sources at the time of this report.

## 1.8 Off-Balance Sheet Arrangements

As of March 31, 2015, the Company had no material off-balance sheet arrangements.

### 1.9 Transactions with Related Parties

(a) During the first quarter of 2015, the Company paid or accrued salaries to directors and officers of \$nil (2014 - \$9,000).

(b) At March 31, 2015, \$173,038 is payable to directors and officers for accrued services and advances.

Amounts becoming due to related parties in the normal course of operations, except where specifically stated, are non-interest bearing, unsecured, and without terms of repayment.

# 1.10 Proposed Transactions

There are currently no proposed transactions by the Company.

## 1.11 Changes in Accounting Policies including Initial Adoption

January 1, 2010 was the date of transition to IFRS (Transition Date). Previously, the Company prepared its financial statements in accordance with Canadian Generally Accepted Accounting Principles ("Canadian GAAP")

## 1.12 Financial Instruments and Other Instruments

The Company's financial instruments consist of cash, accounts receivable, an asset-based loan, shareholder loans, advances from related parties, accounts payable and accrued liabilities.

The asset-based loan from BFI in Toronto is secured by the Company's accounts receivable. Both the shareholder loan and the advances from related parties have been advanced to the company from significant shareholders, therefore Company management is of the opinion that there is limited risk exposure with regard to these two financial instruments.

Because a high percentage of the Company's sales are made in United States, and also because the Company has three important suppliers based in Europe, there is an element of risk related to any large fluctuation in the relationship between the Euro, the Canadian dollar and the US dollar.

### 1.13 Share Data

The number of common shares issued and outstanding as of the date of this filing is 34,705,581.

## 1.14 Evaluation and Effectiveness of Disclosure Controls and Procedures

Under National Instrument 52-109 management is now required to certify that they have caused the company to design suitable controls over external disclosure and financial reporting. Management must also undertake reviews of the effectiveness of such controls and discuss areas of significant weakness and the associated risks as well as their plans to address them.

The company has not had sufficient financial resources to maintain dedicated internal financial reporting and qualified professional accounting personnel. Accordingly, financial reporting controls and internal transaction controls are designed and provided primarily by management with limited involvement from external consultants and professionals. This approach has been determined by management to be the most cost effective to date.

Management and the audit committee have discussed and identified areas that need to be improved as the company expands its scope of operations and strives to meet current market and regulatory expectations relating to the effectiveness of controls.

When control weaknesses are identified there is increased risk of release of inappropriate disclosures. There is also increased risk of misstatement in financial reporting through errors, omissions or fraudulent activity that could occur and go undetected. The Company intends to direct additional resources to improving identified deficiencies and improve the overall control environment and governance processes within the company where deemed required.

The Company recognizes that its existing control measures do not comply with a recognized internal control framework such as COSO. The Company believes such a framework is not viable at this time due to the limited number of personnel, volume of transactions, and lack of financial resources.

### 1.15 Risks and Uncertainties

The Company operates in a competitive market. The Company needs to deliver high quality, cost effective, components to market and meet the timelines required by customers. The Company must develop next generation components to satisfy the future needs of their customers. Should the Company be unable to continue to improve and update their product offering, this would have a negative impact on future growth.

The Company currently has limited working capital and incurs significant expenses on an on-going basis in its operations, which represents a significant risk factor. The Company will require additional financing to carry on its business, which financing may not be available when needed.

The Company does not have significant environmental risk.